WISCONSIN WOOD
MARKETING BULLETIN
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WOOD MARKETING BULLETIN

The Wisconsin DNR publishes the "Wisconsin Wood" marketing bulletin every three months. It serves the timber producing and wood using industries of Wisconsin by listing items: For sale - forest products, equipment and services, wanted - forest products, equipment and services; employment opportunities. There is no charge for the Bulletin or inserting items in it. Only items deemed appropriate to the timber producing and wood processing industries will be listed. Also the Bulletin will feature forest products utilization and marketing news, safety notes, coming events, new literature, tips to the industry, and listing or employment wanted or positions that are available.

If you know of someone who would like to be on the Bulletin mailing list, please ask them to send their name, address and zip code to the return address on the back page. Also, if you have items to list, send in the form or write a letter to the return address on the back page. Repeat listing of items requires a written request each time the item is to be repeated.

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NO BUBBLE BURSTING HERE

The housing market is projected to deflate a bit this year, but economists agree the market will remain strong.

By J. C. Piland

The supposed housing bubble is not going to burst – not in 2006 anyway. If anything, it will deflate slowly to past "healthy levels."

That is the sentiment among several economists tracking the housing market.

David Seiders, chief economist for the National Association of Home Builders, said the housing sector will undergo a "simmering down" in 2006. This year's totals are predicted to return to 2004's "which are still excellent," he added.

In 2004, total housing starts reached 1.95 million units; the NAHB's 2006 forecast calls for 1.94 million units, a slight decrease from the estimated 2 million units in 2005. Seiders said the dip is not unusual, adding that 2005's record pace was poised to level out sometime.

"We'll basically be retracing the increases we saw in 2005, heading back to 2004's very healthy levels," Seiders said during a December teleconference with James Glassman, senior economist for JP Morgan Chase.

One of the factors that will allow 2006 housing starts to remain at near-record levels are interest rates.

Interest rates, at their current average of 6.3 percent, will prove beneficial to the housing sector. Glass and Seiders predicted that the Federal Reserve is about done driving the interest rates higher. Seiders said he sees 2006's average U.S. interest rates at about 6.6 percent.

"If you think about it, with 10-year treasury yields at 4.5 percent, why would the Fed need to drive short-term interest rates above long-term interest rates, unless they saw a glaring inflation problem?" Glassman asked during the teleconference. "That way, we close the year with fixed income markets for the third year in a row with relatively stable, low long-term interest rates."

These low interest rates can be attributed in part to the low inflation rate. While it seemed in 2005 that the economy could experience an uptick in inflation, as a result of the hurricanes, Glassman said that was "quite the opposite." He said the inflation rate of about 1.75 percent at "at the low end of the Fed's comfort zone." And the Fed forecasts it will only rise to about 2 percent.

This bodes well not only for homebuilders, but also for manufacturers of cabinets, millwork, flooring, etc., especially considering that eight of the last 10 economic recessions started with declines in the housing market, according to Anderson Forecast, UCLA's quarterly economic study. Though a recession is possible, the economists agree the economy is strong enough to elude such an occurrence.

"Historically, (an impending recession has) been true, but I don't expect any weakening in the economy in 2006," said Ken Simonson, chief economist for the Associated General Contractors of America.

Simonson said a big problem facing the housing market is the increased price of construction materials; he even issued an alert regarding construction costs outpacing consumer prices. The alert cited "widespread materials inflation" on products across the board especially fuel, plastics and cement. Much of the price inflation can be attributed to the 2005 hurricane season, which caused energy costs to skyrocket and destroyed a significant portion of the forestry in the Gulf region.

"For 2006, I expect the cost of fuel, asphalt and plastics, such as PVC pipe, to average 10 to 20 percent higher than in 2005, because of high petroleum and natural gas costs," Simonson said in a release.

But while the costs associated with energy spikes (namely oil-based products and service, such as shipping and the resins for PVC) can be expected to remain more expensive, the timber and lumber markets escaped relatively unscathed. Simonson said he expects wood, as well as steel and gypsum, products costs to be "no higher on average than in 2005, despite a lot of month-to-month volatility."

In addition, of the 5 million acres – an estimated 19 billion board feet – the USDA Forest Service predicted to be downed, much can be salvaged. This is a potential of an extra 800,000 single-family homes, the Forest Service estimates.

However, compounding the added costs, most of which are expected to be covered by consumers, home price appreciation is predicted to fall this year and into next. In 2007, the pace of appreciation may be down to 4.4 percent as a whole, compared to 2005's 10.7 percent, according to the OFHEO house price index cited by Seiders during the teleconference.

"It's pretty obvious at this point that the real estate market is gradually shifting to more of a buyer's market," Glassman added. It's clear to me that the rapid gains we've seen in the real estate market over the past years is more a story about the real estate catching up to the good fundamentals in the economy – not a bubble. The next several years should present a good backdrop for growth with low inflation.

Source: *Wood & Wood Products*, January 2006.

EUROPEAN UNION FURTHER DELAYS DEBARKING REQUIREMENT By Chaille Brindley

The European Union (EU) has voted to further delay the implementation of a debarking requirement for solid wood packaging until January 1, 2009 according to Roddie Burgess of the UK Forestry Commission. The EU has informally notified the U.S. government of its intent. Official notification should be published soon.

The EU is not abandoning its quest to include a debarking requirement in its phytosanitary standards for solid wood packing. It is just deciding to work through the International Plan Protection Convention (IPPC) to attempt to change the international standard (ISPM-15) versus unilaterally imposing a debarking requirement. EU officials have already delayed a debarking requirement once to allow for more scientific evidence to be obtained.

The recent vote means that people shipping solid wood packaging to the EU will not have to debark the material until the end of 2008 at the earliest.

Some involved in the process have said that it could take longer than that depending on what happens as the IPPC revises the standard and new scientific evidence on the issue is developed. As all sides seek to avoid trade disruptions while preserving plant health, a debarking requirement may never come.

"The main thing that was accomplished out of this was to get the Europeans not to act unilaterally and to work within the ISPM-15 machinery," said Tom Searles, president of the American Lumber Standard Committee. "This allows the U.S. to have a say in the process."

The standards committed within the IPPC is set to re-examine the international standard next year. However, there may not be concrete data to decide on a debarking requirement by the time that committee meets. Some sources close to the issue doubt that a special session would be called after the fact. Thus, another delay could loom in the distant future.

Strong objection by the U.S. helped to cause the delay. Tom said, "If you act unilaterally, you defeat the whole purpose of the international standard. This is the first time that an international standard of this type has been tried, and the EU wants the standard to work."

The U.S. government and industry has not opposed a debarking requirement if sound scientific justification can be shown for such a measure. But, the U.S. position is that what has been presented up to this point has not met those criteria.

Source: *Pallet Enterprise*, March 2006

SURVIVING THE "PERFECT STORM" by Graeme Rodden, Editorial Director, Magazines, RISI

The Canadian Paper Industry is Reeling. That's nothing new and it is also probably nothing that can be fixed in the short-term. This situation was addressed at the Forest Products Association of Canada (FPAC) CEO's Forum held during PaperWeek International in Montreal, February 6-10.

Three high-profile CEO's participated – John Weaver of Abitibi-Consolidated (A-C), Russ Horner of Catalyst Paper (formerly Norske Skog Canada), and newly appointed Jim Lopez of Tembec.

With a newly-elected federal government in Canada, the overriding message that this trio delivered, forcefully at times, was to allow the Canadian forest products industry to "right size" to remain competitive globally. Help us or move aside.

Going Hollywood, Weaver compared the situation the Canadian industry faces with the film, "The Perfect Storm". In 1989, U.S. consumption of newsprint was 11 million tonnes in 2006, he expects it to be just over nine million tonnes. Fiber costs have gone up, energy prices have soared and the Canadian dollar is 30% stronger than it was in 2003 and, Weaver added, the industry can expect a little more of the same in the coming years. In other words: a perfect storm.

How to overcome these problems? Weaver said it will come through grade conversions, moving to lower basis weights to save fiber and energy and, when necessary, if an asset cannot deliver an EBITDA needed to make a satisfactory ROI, within a five-year period, then that asset will have to be looked at "seriously".

Weaver took full note of the effect that closures have upon communities that are dependent upon the industry.

Weaver sees the role of government as being two-pronged: easing market access, i.e., solving the softwood lumber dispute with the U.S.; and simplifying and stabilizing the business climate. Regulations need to be simplified, some taxes eliminated and investment tax credits established.

Remove "negative" subsidies

In his opening remarks, Horner said that most of the new competitors benefit from subsidies of "one sort or another". He said the Canadian industry does not want subsidies, but, in echoing Weaver, the removal of negative subsidies.

He said the industry must accept that it will end up smaller, but hopefully stronger and with less of an environmental footprint. If the Canadian industry can transform itself, or is allowed to transform itself, Horner is convinced that it can rebuild its leadership position in R&D and manufacturing technology.

But, to do that, it needs "companies of weight". And, there is big difference in what government thinks is big and what is big. For example, from PPI's Top 100 listing for 2004 (ranked by sales of pulp, paper and converting operations), A-C is Canada's largest public forest products company with sales of US $3.67 billion. Even it is were to merge with the second largest company, Domtar, combined sales would only be just over US $7.1 billion. This would put it at Number 13 in the rankings, behind MeadWestvaco.

At present, it is unlikely the government would approve of such a merger. However, Horner said that Canada needs larger companies for a variety of reasons: response to a declining access to resources; buying power; access to capital; the ability to withstand the risk of billion dollar investments.

Investment is needed to build companies of a global scale and, Horner reminded delegates, the world is the competition not the country. "We need the government to allow market forces to move us ahead," Horner added.

Right size the industry

As he joked when he took the podium, Lopez said it was only his second week on the job. "Who thinks my timing is good?"

Taking over a struggling company from a legend of the Canadian industry, Frank Dottori, Lopez has really jumped into a cauldron.

However, he does not appear to be backing away from the challenge. He said it is time to rebuild the Canadian industry into a competitive force, allowing it to "right size".

Lopez also said that the government cannot stand by and continue to allow the companies alone to deal with the social fallout that occurs with restructuring because of government policies that allowed the problem to develop. The government has been spoiled by the revenue that the industry has provided in the past.

When asked what would happen if the government did not go along with right sizing, Lopez thundered, "The government will go along with right sizing. It's a question of how long it takes them to wake up and small the coffee.

Source: *Pulp & Paper*, March 2006

HOME DEPOT ENDS RECORD YEAR, AIMS TO GROW 'DO-IT-FOR-ME' BUSINESS

Atlanta – The Home Depot racked up record net earnings of $5.8 billion on $81.5 billion in sales for its 2005 fiscal year, increases of 16% and 11.5% respectively over fiscal 2004.

The world's largest home improvement retailer, which was launched in 1978 to cater to do-it-yourself consumers, opened its 2,000th store in 2005. While Home Depot plans to open another 400 to 500 stores through North America over the next five years, it is rapidly increasing its installation services and its construction and repair product distribution business in pursuit of its stated goal to achieve annual sales growth of 9% to 12% between now and 2010.

Home Depot's sales of "do-it-for-me" services such as countertops, roofing/gutters, kitchens, windows and HVAC increased 21.4% during fiscal 2005. Frank Blake, executive vice president of business development and corporate operations, recently said "With more than 11,000 installations per day. The Home Depot is emerging as a major force in the services area, and we expect to continue our double-digit growth through 2010, becoming number one in that market."

The purchase of Hughes Supply last month more than doubled Home Depot Supply's profits with projected 2006 combined sales approaching $12 billion. The company set a goal of achieving sales of $23 billion to $27 billion by 2010 for its professional supply business.

Other goals announced by the company include:

New product resets, including a new Countertop Solutions Center and new tool and millwork corrals.

Expansion of the home organization and storage category.

Continued proprietary and exclusive brand leadership, such as its licensing of the Thomasville name for cabinets, and separate exclusive arrangements for certain Rigid and Ryobi tools.

Source: *Wood & Wood Products*, March 2006

AMERICAN CHESTNUT by Robert Holland

From the earliest days of the settlement of what is now the eastern United States, the American chestnut has been a resource of incalculable value.

The original range, estimated to have held a population of some four billion chestnuts interspersed among other trees of the eastern hardwood forest. Extended north to southeast Canada, south along the eastern slope of various mountain ranges all the way to northern Georgia, around into Alabama. Also, in places, over the crest into eastern Tennessee, western Pennsylvania and eastern Ohio. From the east facing slopes of the mountains, the American chestnuts grew also down onto the Atlantic coastal plan, virtually to the shore of the Atlanta Ocean.

American chestnuts which bear an abundant, nutritious and delicious crop of nuts annually, provided the human population, domestic livestock and all native wildlife with a rich food source. Chestnut logs and lumber, comparable in size and durability with American redwood, were used for every aspect of construction from structural logs and lumber to high end uses such a sidines, finish and trim as well as cabinetry and furniture. Shingles and shakes were made from the bolts of chestnut cut for the purpose. Because of its straight grain and durability in the weather, American chestnut was widely utilized for construction of split rail fences. When rural telephone and electric services were developed in the region the earliest utility poles were American chestnut. The bark was utilized by extraction of tannin for use in the process of tanning leather.

In the late 1800's and early 1900's importation of Asian chestnuts for landscaping purposes took place through many ports all up and down the Atlantic seaboard. These plants carried a fungal blight to which most of the imported stock was immune. Not so the American chestnut! Within a very few decades, virtually all American chestnuts, the mature trees within the original range, were dead. Curiously, the blight did not extend into the root systems of infected trees and so to this day, even original blight-killed trees sprout new growth from the stumps. These sprouts attain a certain degree of growth before the blight asserts itself again and the sprouted saplings die.

Around the turn of the 20th century, a family from western Pennsylvania moved to west central Wisconsin in LaCrosse County at West Salem, Wisconsin. They settled on a farm there and proceeded to plant out American chestnut seed brought by them from their previous home in Pennsylvania. The seeds germinated, grew and flourished and reproduced themselves abundantly. This "grove", interspersed with and among the native hardwoods of the west central Wisconsin forest has now become the largest growth of American chestnuts in the world.

The American stand was blight-free until the mid 1980's when the disease was identified among some of the trees in this population. The means by which the blight was introduced are unknown. Visitors to the stand from the east, within the original American chestnut range may have brought the fungal spores with them on their shoes or clothing. The spores from the original site of infection could well have been carried around the globe on prevailing west to east winds and thus entered the Wisconsin chestnut stand.

Within the stand the disease may well have been further spread as a result of abrasions caused by branch to branch friction which resulted in "wounds" to adjacent trees. It is also possible that birds, such as woodpeckers, which excavate the bark in search of insects . . thus also creating small wounds in the trees, helped create a condition in which the spores gained access to the trees.

American chestnuts, valued as they have been throughout history, have been widely distributed outside the natural original range. There are scores of places in Wisconsin. From Bayfield to the lowest tier of counties along the Illinois state line where American chestnuts may be found. Illinois, Iowa, Minnesota, Wyoming, Colorado, California and Oregon also have some American chestnut growth and doubtless there are very many more as well.

Attempts to find or create a blight resistant chestnut have been ongoing from the first. A federal program instituted, carried forward for decades and eventually was abandoned, a total failure.

More recently there have been two separate efforts developed which give promise of some very positive outcomes in the hoped-for reintroduction of this most valuable species.

The American Chestnut Foundation has sponsored a cross breeding program on property owned by the Foundation in Meadow View, Virginia where American chestnut has been cross bred with blight resistant asian chestnut. The first generation hybrid with blight resistance, has been back bred to American chestnut through third and fourth generations, all of which so far, retained blight resistance. The current hybrid is 15/16th American chestnut. This back-breeding effort will continue as long as possible leading to as complete an American chestnut as the breeding can provide while yielding a product which is still resistant to the blight. Thus making possible a reintroduction of American chestnuts into the original range and in so doing, enrich immeasurably the entire region.

The other effort of great promise centers on the Wisconsin chestnut stand in LaCrosse County. A team of dedicated scientists is working on a program with blight infected trees where an inoculant, containing a virus which prevents the fungal disease organisms from attaining the usual eventuality . . the death of the infected tree. This process which can be said to be analogous to a vaccination and which involves the insertion of the inoculant just under the bark of the tree by the scientists, places the virus where, by disrupting the function of the fungus, the tree is enabled to resist the fungus and in fact, appearances suggest that inoculated trees are successfully heading themselves.

Forest pathologists, geneticists, olcycologists and a wide array of other scientists, are involved in this venture. Individuals from many of the states which lie in the original range are involved, as are many others.. The American Chestnut Association is also very much committed to this work and has the core segment of the stand under protection along with sympathetic and supportive land owners who are all wholeheartedly in support of the research. Numerous staff represent among others, The Wisconsin Department of Natural Resources, University of Wisconsin, Madison and University of Wisconsin, LaCrosse.

There is a wonderful spirit of commitment to the common goal which is the hoped for reintroduction of American Chestnut into its former range . . all for the betterment of humanity, and in fact, the earth and all its creatures. To see so many good people engaged together in the pursuit of this goal, cooperatively, generously, selflessly and hopefully with very great passion and dedication is pure inspiration!

Whether it is one or the other of these possibilities, or both of them which succeeds, one wishes nothing but the best and Godspeed to all the wonderful folk who are seeking to recover for all of humanity, The American Chestnut.

TRAINING WOODWORKERS IN THE DIGITAL AGE

The Self-directed Curriculum
Woodlinks Program: Madison, Wisconsin Area Technical College
Instructors Name: Patrick Molzahn

Visit the Cabineting and Millwork program at Madison Area Technical College on a typical day and you will witness an unusual mix of activity: a diverse group of students learning to use a vast array of tools and machinery via electronic media. From traditional methods to the latest in high-tech machinery, the goal is clear. Prepare the next generation of woodworkers in an efficient and student-centered environment.

As program director and creator of the self-directed curriculum, my goal is to provide a structure in which students can excel. While it's still in development, when completely implemented, the curriculum will enable us to offer open enrollment. Students will enroll as space becomes available, and finish when they complete their requirements. What historically has been a nine-month program might take one student six months, while it might take another 12.

Assisted by Web-based media and digital video, students are able to learn theory and process outside of class. In that way their lab time is reserved for practice and demonstrating their proficiency to their instructors. The biggest challenge in implementing the curriculum is the time it takes to create the media necessary for this type of instruction. However, the benefits are already apparent. Students quickly learn they must take responsibility for their own learning.

One of the biggest benefits with this method of delivery is students don't have to compete with the entire class for access to a machine. Short videos and PowerPoints enable students to learn and quickly review operating procedures for the machinery they use. In this manner, individuals can study different equipment and concepts simultaneously either alone or in small groups. The end result is a better use of resources, more efficient learning and opportunities to create individualized training.

For more information contact Patrick Molzahn at pmolzahn@matcmadison.edu
Source: *Wood Digest*, March 2006

TOUGH MARKETS LINGER FOR COATED FREE SHEET By Harold M. Cody

Rising paper prices and higher postal costs continue to dampen demand growth in North America, but global outlook is much better.

During the past year and a half, coated free sheet markets have seemingly gone from boom to bust in short order. U.S. markets for this premier printing paper grade rebounded strongly in 2004, with demand jumping 7% as a recovery in advertising and overall economic activity following the 2001-2003 downturn boosted use. It appeared to set the stage for a modest upswing that would carry into 2005 and beyond.

However, the coated free sheet rebound in North America was derailed in 2005 as preliminary data indicate consumption finished the year down slightly vs. 2004. Demand was very weak in early 2005, but after bottoming out in April and May, it gradually trended up for the remainder of the year.

Despite this challenge to U.S. and Canadian mills, on a global basis coated free sheet papers continue to be one of the industry's fastest growing sectors. Global demand rose 5.7% annually during the 1988-2003 period, faster than any other printing paper, and while global growth is projected to slow to 4% to 5% annually, it will continue to outpace other grades.

The problems facing North America mills are caused by a combination of factors including: (1) region specific demand shifts, (2) trade flows, global capacity and global capacity and globalization trends, (3) rising input costs, and (4) inter-grade competition.

First and foremost, the lack of demand growth last year reminds us yet again that U.S. graphic paper continues to undergo a transformation driven primarily by the increasing impact of internet based advertising and sales on traditional print media as well as competition from other grades. In 2006, demand will be negatively impacted by higher postal rates and, it appears, higher paper prices.

These factors will have a direct impact on demand by reducing consumption and use of catalogs and direct mail, which combined account for about 20% of North American consumption. Magazines account for about 10% of use, while other miscellaneous commercial printing uses consume the bulk of the remainder, or 35% to 40% of total coated free sheet consumption.

Trade Pressures Ease But Won't Go Away

During 2002-2004, imports surged to record levels, accounting for 27% of U.S. coated free sheet demand in 2004 at a volume of 1.5 million tons. This changed the playing field by making coated fine paper probably the most global of all North American paper markets, and resulting in a collapse in prices. Prices bottomed out at record low levels in 2002 before gradually recovering some in 2004.

During 2005, U.S. imports actually leveled off as global capacity began to more closely match demand following the unprecedented level of excess capacity in the early to mid-2000s. Imports fell about 10% from the record 1.5 millions tons imported during 2004. U.S. imports of coated free sheet from Asia, which had been trending up for most of the past two years, trended down for much of 2005, as did European imports. The biggest shift was in imports from Korea, which dropped from a peak of nearly 50,000 tons/month in early 2005, to 25,000 tons/month in the fall. Imports from China also slipped a bit from a level of just over 15,000 tons/month, but remained near that level.

The key question is whether imports will surge again, or if local demand in Asia can continue to expand at a rapid enough pace to consume growing Chinese production. While not as obvious, imports from China and other areas of Asia of printed matter such as books have also increased, reducing domestic paper demand even further. This is a trend to watch in the future.

Controlling Supply in 2006

So where does this mixed bag of good and bad news leave us for 2006? It means mills will likely endure another tough year. On the negative side, rising paper prices and higher postal costs will, as they always do, put a dampener on demand growth that would already be expected to be tepid. With demand for paper expected to be at best flat, control of supply will be a key to profits and pricing.

In addition to weak demand, a severe profits pinch driven by a spike in both mill energy and chemical costs during 2005 also propelled producers to make difficult decisions on capacity withdrawals. Subsequently, about 10% of North American capacity was shutdown permanently last year and there were limited closures in Europe as well. About 625,000 tons of North American coated free sheet capacity was pulled from the market, including the shutdown of a paper machine in Muskegon, Michigan, a mill in Pasadena, Texas, and closures in Canada as well.

As the beginning of 2005, U.S. capacity was about 4.9 million tons, but this was lowered at an adjusted capacity of about 4.6 million tons following closures. With shipments at about 4.6 million tons, this resulted in operating rates rising to nearly 100% by year-end.

Combining this with a slowing capacity growth in Asia means that global supply and demand are more in balance than they have been in some time. Due to this, prices are likely to gain further in 2006, following modest hikes implemented during the second half of 2005. In fact, several major North American producers announced $50/ton price hikes in February in an attempt to recover margin lost to higher costs.

Overall, the coated free sheet market isn't a bad one to be in, unless you're in North America, which remains a very tough market and where a considerable amount of high cost capacity remains and is at risk. Certainly worth watching, China has now transitioned from a net importer to a net exporter of printing papers, which could lead to further "outsourcing" of North American coated paper supply. It's just not clear how big a factor this will be in 2006.

Source: *Paper Age*, March/April 2006

MIDWEST SECTION DISCUSSES OPPORTUNITIES FOR U.S. COMPANIES TO EXPORT WOOD PRODUCTS TO CHINA

By Xiping Wang, Section Secretary

The Midwest Section of the Forest Products, in cooperation with the Lake State Lumber Association Education, Inc., held a successful Spring Technical Meeting in Stevens Point, Wisconsin, on February 21, 2006. The topic of this years's spring meeting was focused on logistical and technical issues of exporting wood products to China. It was designed to answer the practical questions that many Midwest wood manufacturers are facing, such as "where to begin a business in China", "How to work with Chinese partners", and "Could it work for my company?" Twenty six people representing the wood products industry, universities, and research organizations in the region attended this meeting.

This Spring Technical Meeting appeared to be a good complementary seminar following the successful China's Boom Conference held early in January of this year in Vancouver, BC, Canada. A number of technical and trade experts who are familiar with the wood industry and wood markets in China were invited for the presentations and discussion. Following the welcome by Professor Scott Bowe of the University of Wisconsin-Madison, a review of the technical considerations of exporting wood products to China was presented by Kevin Cheung, Technical Director of the Western Wood Products Association. Kevin provided a large amount of information on China's structural application of various wood products, wood structure related codes and standards, the code practice in China, and key technical considerations on moving wood into the Chinese market. He stressed the importance of working with Chinese partners to develop markets in China.

Bing Yeap, an International Trade Specialist from the Wisconsin Department of Commerce, spoke about Wisconsin's programs for helping companies export to China. According to Ms. Yeap, China has been recognized as our fastest growing export market over the last five years. The US wood products exported to China reached $449 million in 2005, representing a 23 percent increase from 2004. The Wisconsin Department of Commerce International Division has a comprehensive program in assisting Wisconsin companies to export to China. The services they provide include: counseling and technical assistance, overseas representation, international trade promotions, and trade information on-line.

Paul Van Deurzen, Account Executive, and Denise Hince, International Export Manager from Bax Global addressed logistic issues in international shipping, particularly on issues of moving wood materials and wood products to China. Paul and Denise illustrated the international shipping process using some examples and pointed out the critical procedures and pitfalls in the process.

Mike Schulke, China Sales Manages of Wolf River Lumber at New London, Wisconsin gave the last presentation to the attendees and talked about his experiences working within the Chinese lumber and flooring market. Mike has made several trips to China in 2005 and gained good experience in establishing business relationships with Chinese partners. Wolf River Lumber currently has a representative office in China. Mike Schulke talked about his company's "China Strategy" and how to grasp market opportunities in China.

The Spring Technical Meeting turned out to be a successful educational seminar. For those who were not able to attend the Midwest Section Spring Technical Meeting but are interested in exporting wood products to China, here is a list of major wood trade shows and major wood markets in China:

Major Wood Trade Shows in China:

Woodmac China/WoodBuild China/Furn Tek China (Shanghai), June 2006

China International Furniture Expo (Shanghai) September 2006

Major Wood Markets in China:

Dongguan Houjie Xingye Timber and Plywood market www/chinatimber.org

Dongguan Jilong Timber Market www.jilongtimber.com/index_en/asp

Guangdong Yuzhu International Timber Market www.yuzhuwood.com/doc/en/asp

Shanghai Furen Forest Products Wholesale Market www.furen-wood.com.cn/doc/en/asp

Zhejiang Huadong Timber Market www.86mc.com

Zhejiang Nanxum Timber Market

Source: *Forest Products Society, Midwest Section Newsletter* -March 2006

Special Report: Tulane Wood Dust Study

<u>TULANE WOOD STUDY:</u>

Wood solids not a danger

Solid wood dust is not a respiratory danger to wood workers at levels measured in plants participating in the recently completed Respiratory Health Study of the Wood Processing Industry.

The six-year study was conducted by a research team at the Tulane University Medical Center. Ten facilities, including residential furniture and kitchen cabinet plants, a furniture/cabinet parts plant, a sawmill-planing-plywood plant and a milling plant, participated in the $2.0 million study.

The American Forest and Paper Association (AF&PA), the American Home Furnishings Alliance (AHFA), the Kitchen Cabinet Manufacturers Association (KCMA), the Composite Panel Association (CPA), APA-the Engineered Wood Association (APA), and the Wood Machinery Manufacturers of America (WMMA) were among the 19 industry trade organizations sponsoring the research.

The study was designed to overcome limits in design, small sample sizes and other problems in previous studies. The goal was to provide the science needed to determine the exposures consistent with a safe work environment. The data collected should provide a basis for any future regulatory activity.

Also aimed at providing data, in other area the Association of Home Furnishings Manufacturers (AHFA) recently contracted for a study aimed at developing guidelines for the plywood MACT.

Plants participating in the Tulane study represent an industry cross-section in products, processes and geographic location. With the study results, the wood industry now has the scientific data needed to place the wood dust question in context.

The study collected pulmonary function data on over 3,000 workers. More than 1,100 workers completed the three pulmonary function tests required by the study guidelines to be included in the final analysis.

No pulmonary effects were noted at the furniture and cabinet plants. Some pulmonary problems, not from wood dust, were noted at the sawmill-planing-plywood and milling plants participating in the study. The Tulane researchers suggested and outlined potential follow-up studies.

The study focus was on nonmalignant effects of dust exposure in woodworking environments. The design separated out expected declines in lung functions due to age, smoking and other causes from those that might be due to plant environmental conditions. It examined upper and lower respiratory conditions and covered conditions ranging from allergies to asthma, COPD (chronic obstructive pulmonary disease) and pneumonia.

Wood Dust Varies

The proportion of wood dust varied from facility to facility. Residual particulates could include bio-contaminants such as endotoxins and microorganisms, as well as other matter like dirt, tobacco smoke and engine exhaust. The study did not look at these other materials, but the researchers noted that they could be used to refine the analysis.

The study used the Respicon particle sampler from TSI Inc. to measure individual worker exposures. It uses a multistage design to monitor inhalable, thoracic and respirable particle fractions. These are the fractions defined by several standards organizations as key sampling criteria.

Results at the milling facility were consistent with a marked smoking effect, the Tulane team said in its conclusions.

Results at the sawmill-planing-plywood plant, the researchers suggested, might be consistent with allergic reactions caused by airborne fungi or bacteria. The plant is currently doing a follow-up study in line with the suggestions, and looking as well at what else might be in the atmosphere. Tulane, meanwhile, is looking at the feasibility of analyzing its stored archived samples for airborne fungi, which, as noted previously, the study wasn't designed to do. Results should be available early this year.

Looking Ahead

Wood industry trade groups and companies are currently evaluating the Tulane study results. But indications are that few if any changes will be needed as plants study the results in light of their own operations and processes. Overall, the results support retaining the 15 mg/m3 for total dust and 5 mg/m3 for respirable dust limits

In current OSHA wood dust regulations, association execs say.

"The take-away is that, regarding wood dust exposure, these jobs are safe," says Dr. John Festa, senior scientist at AF&PA. "We do not see any need for changes in levels or safety equipment.

As this article was being prepared, AF&PA was planning to provide the report, with its own comments on it, to the American Conference of Governmental Industrial Hygienists (ACGIH). Expectations are that the two organizations will then meet to discuss the results. In March 2005, ACGIH changed its TLVs (threshold limit values) for wood dust to 1 mg/m3 (inhalable fraction) for all species except Western red cedar. The group set 0.5 mg/m3 as the TLV for Western red cedar. OSHAS limits are not affected by ACGIH TLVs, but the ACGIH TLVs must be recorded in MSDS (material safety data sheets).

"With regard to wood dust, there is no need for concern," Festa says. "Certainly there's nothing in this study that indicates a need for any changes in the PELs" AF&PA has been the lead agency in following the study's progress and results.

Providing the Data

Probably the central point is the Tulane study delivered the scientific data the industry needs to assess its performance in proving a safe workplace and ensure it is in compliance with regulatory requirements.

The question was "Are you seeing long-term decline in lung function due to wood dust, and the Tulane study said there was no measurable impact," says Batson. "The Tulane study showed us that at the exposure levels prevalent in modern furniture and kitchen cabinet facilities, there are no long-term declines in pulmonary function attributable to wood dust."

"There is now scientific data showing that people working in wood processing facilities have a relatively safe environment", says Ken Hutton, WMMA executive vice president. "There is an economic trade-off in making the facilities even safer. Any regulation needs to take the scientific data into account. The whole purpose of the Tulane study was to provide that data".

The results, says Dick Titus, KCMA executive vice president, indicate "current safety measures seem to be adequate, and workers can be reassured they're working in a safe environment. It doesn't answer everything, but we were pleased with the results as they related to our sector. We're where we want to be in terms of worker protection."

There were no hardwood-plywood plants in the study, but HPVA looked to the furniture and cabinet sectors as surrogates, says Gary Gramp, the association's technical director.

"We helped sponsor the study because we felt there was a void in the database," Gramp says. "Based on the results from the kitchen cabinet and furniture plants, we agree with the statement that there are no statistically significant adverse effects on pulmonary function from hardwood dust at the levels measured in the study."

While the study showed current dust levels are safe, modern dust collection systems and work practice changes may make it feasible to achieve even lower levels, Batson says. Either way, he says, "We have this as a hopefully useful tool in the future. We feel it's valuable research to have if OSHA revisits wood dust."
Source: *Wood Digest*, 2006

<u>Publications</u>

<u>HPV'S 2006 WHERE TO BUY MEMBERSHIP GUIDE IS NOW AVAILABLE</u>

Reston, VA (March 2006) – The Hardwood Plywood and Veneer Association has published the 40th edition of its *Where to Buy Hardwood Plywood, Veneer, and Engineered Hardwood Flooring Buyer's Guide and Membership Directory.* One of the hardwood plywood and veneer industry's most professional marketing publications, this 184-page directory is the best single source of information for these products available today.

The **Where to Buy** is organized to allow you to find products quickly and easily. The directory includes: made/cut-to-size and stock panel manufacturers; finishers of hardwood plywood; wholesale distributors; and suppliers to these industries. It provides sizes, glue types, species, and specialty items manufactured as well as Environmentally Certified Products availability. The sections on slices, spliced and rotary veneer manufacturers and sales agents include species, thickness, and length of veneers available and type of veneer (spliced, rotary, half round, plain sliced, rift/quarter sliced, or length sliced). Each company's sales contact is listed with the complete address, telephone, e-mail, website, and fax numbers (if available).

The comprehensive guide also includes a description of HPVA's member and laboratory testing services, and a summary of Association benefits. In addition, order sheets for hardwood plywood and veneer can be copied and used by purchasers to ensure the order has been communicated completely.

"The **Where to Buy** is an invaluable resource for anyone looking to find hardwood plywood and veneer products and services," commented Bill Altman, president of HPVA.

Copies of the award-winning **Where to Buy** can be ordered free of charge ($5.00 shipping and handling) from HPVA's secure publications page at www.hpva.org or mail your request to HPVA, P.O. Box 2789, Reston, VA 20195-0789.

The Hardwood Plywood and Veneer Association is an international trade association. Its mission is to promote and support the use of high-quality, environmentally sound, decorative wood products manufactured in North America. Founded in 1921, HPVA represents over 90 percent of the hardwood stock panel and 95 percent of the sliced veneer production in North America.

For more information, visit HPVA at www.hpva.org.

<u>U.S. MOULDING AND TRIM DEMAND TO REACH 9.8 BILLION IN 2009</u>

Cleveland – U.S. demand for moulding and trim products is forecast too increase 1.7% annually to $9.8 billion in 2009, according to The Freedonia Group Inc., an industrial research firm.

Freedonia researchers note that "this represents a significant slowdown from the advances recorded in the 1999 to 2004 period reflecting a less robust building construction environment going forward." Demand for moulding and trim programs will be stronger in nonresidential construction, while gains in the residential market will be flat, according to the report.

Demand for moulding products is expected to increase 1.3% annually to 4.6 billion in 2009. Mouldings, primarily made from wood, will be negatively impacted by a weakened construction market for single-family homes.

Demand for stairwork is forecast to advance 1.9% per annum to $2.6 billion 2009. Growth opportunities for stairs also will be heavily concentrated in the nonresidential market, particularly for metal stair products. Demand for other products, which mainly include exterior moulding and trim, is forecast to expand 2.1% annually to $2.6 billion in 2009.

Wood accounted for about two-thirds of total U.S. demand for moulding and trim products in 2004. Plastic moulding and trim products will make the biggest gains, advancing 6.2% annually to $1.3 billion in 2009, Freedonia says.

Moulding and Trim, a 231-page repport published in January 2006, is available for $4,200. For more information, contact Corinne Gangloff at (440) 684-9600 or visit www.freedoniagroup.com
Source: *Wood & Wood Products,* March 2006

31 Minute Video Documentary "The American Chestnut" deals with general history of American Chestnut from

colonial times to the present, its economic value, importance and demise of the species as the result of introduction of Asian chestnut blight during late 19th and early 20th centuries. The video also covers two promising and hopeful areas of scientific research which may lead to the reintroduction of American Chestnut into its former original range and elsewhere. Thus restoring the immense benefit into the environment which the American Chestnut once supplied. VHS or DVD Cost: $19.95 plus $3.50 shipping and handling, Wisconsin residents add 5.6% Wisconsin sales tax. Direct inquires to "Chestnut Video", P.O. Box 546, New Glarus, Wisconsin 53574-0546 or e-mail buz@theamericanchestnut.com

<u>WOOD MARKETS 2006</u> – The Five-Year Solid Wood Products Outlook: 2006-2010, is now in production. This report addresses the ever-changing dynamics of the solid wood products industry, its markets and its competitive threats. This 400 to 500 page report is the follow up to *Wood Markets 2002,* and complements ongoing analysis provided in our newsletter, *Wood Markets Monthly* Report, as well as our other strategic industry publications. The 2006 report – our 4th edition – features our standard five-year outlooks of supply/demand/imports/exports/prices for lumber, plywood, OSB, MDF and particleboard, and covers timber trends for the U.S., Canada and key international regions.

Note: **Release date is July 15, 2006.** Sold as one complete report, or in two separate volumes (both options contain Economics and International Trade chapters, as well as an Executive Summary):

Volume 1: Global Timber and Softwood Lumber

Volume 2: Plywood, OSB, MDF and Particleboard

Some of the many topics that you'll read about include:

The rising pressures on commodity prices – why, where and for how long before prices break out?

The potentially good news on housing starts and consumption – what does it mean in terms of commodity prices?

The winners and losers as well the impact on U.S. lumber markets from the new softwood agreement between regions of Canada and the U.S.

Where global timber pressures may occur – both deficiencies and surpluses!

Offshore countries that are competitive threats to North American producers domestically and in export markets.

What is the role of China – is it really a customer or is it the ultimate competitor/supplier?

The winners and losers in the OBS versus plywood "capacity wars" and market-share battle in the U.S.

The ongoing struggle of particleboard versus MDF – how do imports and alternatives fit in?

Our five-year forecasts and extensive tables and graphs make *WOOD MARKETS 2006* an indispensable business and marketing tool. No other publication offers as much historical data, forecasts and international perspectives in one comprehensive reference book – and for ALL the key solid wood products as well as timber!

Start benefiting from *WOOD MARKETS 2006* today! With price forecasts, supply/demand outlooks and a summary of export trends, *WOOD MARKETS 2006* delivers the facts, the figures and the forecasts that every executive or trader needs to stay on course in the volatile solid wood products business. In over 400+ easy-to-read pages, the world's wood market's facts and forecasts will be at your fingertips!

Contact us for a *WOOD MARKET 2006* brochure with further details and pricing or visit "Latest News" at www.woodmarkets.com
International Wood Markets Groups, Inc., Russell E. Taylor, President and Publisher

<u>Coming Events</u>

<u>2006 Lake States Lumber Association Educational Oportunities.</u>

<u>ean Manufacturing Workshop</u>
<u>July 25th 2006 UWSP Wood Lab</u>

This workshop will help wood products businesses identify target opportunity areas in their company for lean manufacturing, provide a guide for the implementation of "lean systems" and direct the organization toward a philosophy of continuous improvement needed for today's increasing business competition. For additional information on these workshops contact Brian Brashaw, University of Minnesota NRRI (218) 720-4248 and for registration and costs information please contact LSLA at 906-774-6767.

<u>Sawmill or Dry Kiln Startup and Expansion - Could It Be Profitable?</u>
<u>September 13th 2006 UWSP Wood Lab</u>

This course will examine the basics of the pre-feasibility financial planning for a sawmill or kiln operation startup (or expansion). Course will focus on what you need to seriously consider before developing the business plan. Participants will leave with computer spreadsheets they can use for such analyses and with training in how to use them. Lenders consider this kind of analysis to be important when considering financing. Participants will have the opportunity to tailor their financial plan spreadsheets with follow-up one-on-one meetings. For additional information onn the session Bob Govett, UW Stevens Point (715) 346-4212 and for registration and costs information please contact LSLA at 906-774-6767.

<u>Is it Profitable to Saw This Log? And Identifying and Correcting Problems in Your Sawmill to Increase Profitability</u>
<u>September 14th 2006 UWSP Wood Lab</u>

Are you making or losing money in sawing that log? This course will demonstrate how to determine what you can afford (or cannot afford) to pay for logs of various species and grades and how to determine your profit or loss per MBF, for logs of any specific and grade. This course will also demonstrate tools and techniques used in sawmill troubleshooting and production process improvement. For additional information onn the session contact Bob Govett, UW Stevens Point (715) 346-4212and for registration and costs information please contact LSLA at 906-774-6767.

<u>Techniques for Drying today's Hardwood Lumber</u>
<u>September 19th 2006 Kretz Lumber Company, Antigo</u>

Fred Lamb of Virginia Tech will be offering his advanced kiln course targeted at those who want to sharpen their drying skills. Participants are encouraged to bring plenty of questions because Fred wants to learn about your current drying issues, so he can discuss solutions that will improve your lumber quality and your bottom dollar. . For additional information contact Scott Bowe, UW Madison (608) 265-5849 and for registration and cost information please contact LSLA at 906-774-6767.

Wood Fueled Boiler - Could It Save You Money?
September 21st 2006 UWSP Wood Lab

This course will examine the basics of the pre-feasibility financial planning for replacing an existing boiler with a wood-fueled boiler. Course will focus on key considerations and how to determine potential gross and net savings associated with reduced fuel costs. Participants will leave with computer spreadsheets they can use for such basis analyses and with training in how to use them. Also if they desire, they can bring their basic information and preliminary analyses can be run during the short-course. For additional information on the session contact Bob Govett, UW Stevens Point (715) 346-4212 and for registration and costs information please contact LSLA at 906-774-6767.

The 29th Annual Kiln Drying Short Course will be held August 14-17, 2006 at the University of Minnesota, St. Paul Campus.

The University of Minnesota's Department of Bio-based Products sponsors the course in cooperation with the University of Wisconsin-Madison's Department of Forest Ecology and Management.

The course is designed to provide basic training for dry kiln operators and supervisors, but anyone desiring to learn more about kiln construction, kiln operation and wood-moisture relations is welcome and encouraged to attend. No previous drying experience or training is necessary.

Instruction will include lectures, demonstrations and "hands-on" kiln during experience. Conventional kiln drying of hardwood lumber will be emphasized; however, dehumidification drying, solar drying and air-drying will also be covered. Ample time will be available for group interaction as well as individual consultation.

For further information contact:
Harlan Peterson
Department of Bio-based Products
University of Minnesota
2004 Folwell Avenue
St. Paul, Minnesota 55108
(612) 624-3407, FAX (612) 625-6286
E-mail harlan@umn.edu
Website:
ttp://www.cnr.umn.edu/bp/extension/shortcourses/kdsc.php

October 5, 2006
Metrics for Manufacturing Using Tomorrow's Tools for Today.

Presented by: Northwest Wisconsin Manufacturing Outreach Center (NWMOC) Details available at http://www/uwstout.edu/solutions/conf/nwmoc

October 6-7, 2006
The Future of Manufacturing, The Economic Impact of Engineering.
Presented by: American Society for Engineering Education (ASEE) North Midwest Section.

Details available at
http://www/uwstout.edu/solutions/conf/asee
University of Wisconsin-Stout, Menomonie, Wisconsin 54751

FOR SALE

Timber and Forest Products

Plywood, OSB, particleboard, and/or MDF cut to size or shape according to your specifications. From high-end uses like furniture and architectural to lower grades suitable for foxes or pallet decks. Plywood blocks for pallets are also available. Contact Joe Campbell, Steel City Lumber Company, P.O. Box 36189, Birmingham, AL 35236 (800) 733-1907, FAX (205) 733-1709

Cedar lumber cants, fencing 4x8x8, 6x6x8 or cut in dimensions you need. Excellent cedar and good prices. Leave message – Billy Imhof, County Road 8, Little Fork, Minnesota 56653 (218) 278-4417 or (218) 278-6267.

Surplus log home materials: 2x6x8' shiplap siding; 2x8x8' shiplap siding; faux corners; 6x8xRL t&g logs. Call Bob (610) 621-2893 ramco@comcast.net

Dowels, rods, poles, ¾" to 2 ½ " diameter. Lengths up to 16 ft. long with no splicing. Can splice poles longer. Ideal for tool handle replacements. We also make factory cart truck stakes, and replacement parts. Wheelbarrow handles, core plugs, rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles, many types of wood plugs, cutting sticks plus many types of custom made wood products, made to customer's specs. For q quote contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, Wisconsin 54165-1250 or call (920) 833-6557 or e-mail to DRHANDLES@NEW.RR.COM

Equipment

Used woodworking machinery for sale: SCMI-3'x4'CNC router; OLIVER-36' double disk sander; SANDINGMASTER-36" (2) head wide belt sander; TANNEWITZ-36" band saw; TAYLOR-glue spreader; CENTAURO-hydrolic tracing lathe; EUROPEAN-multi-spindle copy lathes; POWERMATIC-single end tenoner; MORDIBELLI- 63 spindle borer; SCMI-kitchen cabinet flip/flop borer; EUROPEAN-slot mortiser and tenoner; USA-tenon crimper; USA-end chucking units; SCMI-single spindle shaper. Contact Fred Janik, Designs by Janik, 6881 Minnick Road, Lockport, New York 14094

Used Parts for skidders, small crawlers, and excavators shipped daily – Parts for CAT, JD, IHC, AC, MH, ATHEY, BANTAM/KOHERING, BOBCAT, CASE, CLARK, TIMBERJACK, DROTT, FRANKLIN, HEIN-WARNER, INSLEY, LEIGERR, MICHIGAN, MITSUBISHI, HEW HOLLAND, NEW PROCESS, PETTIBONE, TAYLOR TREE FARMER, AND TROJAN. We can try to find it with one of our parts locator systems that contact over 300 parts dealers nationwide. We are also interested in buying salvageable machines. Contact: Schaefer Enterprises of Wolf Lake, Inc. PO Box 136, 4535 Star Route 3 North, Wolf Lake, IL 62998. Ask for Andy, Brad, Dick, Jim, or Kevin if buying or Ask for Jerry if selling. Call 800-626-6046 or 618-833-5498, FAX 618-833-7765, or E-Mail us at parts@sewlparts.com or visit our web site at www.sewlparts.com

Notcher/Planer indexable carbide insert cutters new lumber cutting: 4 sided square \$3.00-1" rounds \$3.50 – 2 sided rectangles \$2.50, Nail cutting lumber – 4 sided squares \$3.50 -1" rounds \$4.50 – 2 sided rectangles \$3.50 , in boxes of 10 pieces – plus s+h. Wagner's Machine Repair LLC, 3300 Ridge Road, Beaver Springs, PA (570) 658-7301.

10" Delta/Rockwell radial arm saw \$300; 12"Parks Planner\$600 ; (920) 731-4302

Industrial jump saw \$2,000; 14" Wilson radial arm saw \$1,500; Diehl 55 rip-saw \$2,000; Oliver 2x4 moulder \$2,500; Yates American lathe \$1,500; Nash 50" spin sander $1,500; 1" custom belt sander $250; custom straight-line drill $400; 40" G.A. schipper spin sander $1,500; various signode strapping machines $250/each; enclosed 4"x7" stripping machine $1,500; edge barder $1,000. For further information on the equipment please contact Francis (715) 693-3550

6" Vonnegut moulder ran good when last used 15 years ago, stored indoors. $4,000 OBO, (715) 884-6824 ask for Scott.

Arasmith salvager hog; Baker deduster; Brewco big band 3 head band resaw w/runaround; Hempstead low speed grinder; Morbark stac-trac, late model; Morbark waste recycler; Norcot pavement grinder; Williams hog; Woodpower grinder; Prentice Mod 150 loader; Cornell cant sizer; Cornell double arbor gang; Cornell remote trim; Keystone stake pointers; Keystone double end trim; Lauderdale Hamilton super chop; Newman KM-16; Newman 500 & 501 planers; Pendu gang saws and complete systems; Pendu board stackers; Rip-jack over and under dismantler; Timber harvester band resaw system; Rogers un-nailer; Timberking band sawmill; Waechter band resaws; Wagner gangsaws; Wilson board unscrambler. We also sell on consignment and advertise nationally – if we don't have it we can find it for you. Call Bob (610) 621-2893 ramco@comcast.net

DIXON – Sawmills, edgers, conveyors, log turners, hydra-dogs, pallet notchers, debarkers, slab edgers,
Trimsaws, decks, rollcases, small hydraulic loaders and trailers, trailers with loaders for 4 wheelers; CORNELL – blowers. Edgers. Trimmers, notchers, slabsaws, log cleaners, unscrambler, decks; VALBY – wood chippers; FARMI – skidding winches (in stock); HITACHI – power tools and chains; PATZ – conveyors and belts; LACEY HARMER – laser lights; DANCO – rip saws; WEBSTER-vibrating conveyors; SAFE-T-SHELTERS – storm shelters; over 100 used electric motors and electrical equipment; used sawmill machinery; and bark processing equipment. Contact DIXON-RUSCH Co., 400 Rusch Road, Antigo, Wisconsin 54409, (715) 627-4361, FAX (715) 627-4375

Circle saw sawmill, 3 head block can saw up to 24'. PTO drive new metal track some repairs needed 52" and 48" insert tooth saw blades and electric grinder, $1,500. Contact Michael Krueger, 141 Krueger Avenue, Forestville, Wisconsin 54213 (920) 856-6262

Vertical edger – a great addition to your sawmill operation. The Jackson Vertical Edger is designed to mount on various makes of sawmills. Contact Jackson Lumber Harvester Co., Inc., 830 North State Road 37, Mondovi, Wisconsin 54755 (715) 926-3816, FAX (715) 926-4545 Web: www.jacksonlbrharvester.com

We have 6 C-500 industrial up saws reconditioned with 16' roller infeed table and 8 ½' adjustable stops outfeed tables excellent condition $1,395 per saw including tables. Also 2 weinig moulders: 1988 profimat 22N and 1988 unimat 17A excellent condition presently using in our shop $14,950 each. Please call for more information and pictures. All prices are negotiable. Contact Tree Star, 1809 Center Road, Hazel Green, Wisconsin 53811 (608) 744-3248

Three bell 4a dowel machines with extra blades and setups up to 2-2 1/2" diameter. Plus large table saw, 30 blades, most are carbide tipped, 123" to 16" diameter. Contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, Wisconsin 54165-1250 or call (920) 833-6557 or e-mail at DRHANDLES @NEW.RR.COM pictures available by e-mail.

Hydraulic sawmill carriages – Mudata setworks, tower dogs, cant turndowns, many unique features. Contact Jackson Lumber Harvester Company, Inc., 830 North State Road 37, Mondovi, Wisconsin 54755, (715) 926-3816, FAX (715) 926-4545. Web: www.jacksonlbrharvester.com

Services

We have a Rayco forestry mower that shreds and mulches brush up to 4 – 5" diameter. Great for clearing dense brush such as buckthorn, willow thickets, honeysuckle, box-elder, and multi-flora rose. The most economical method for clearing brush. Visit our website at www.midwestprairies.com Midwest Prairies LLC, 10651 North Charley Bluff Road, Milton, Wisconsin 53563 (920) 723-0453 (608) 868-3169

Fungus problem? Disease? Decay? Stain? Mold? Analysis and testing using AWPA, NWDA, ASTM standards and other methods based on your needs or situation; new products testing; fungus isolation and identification from trees, wood products and wood in use. Answers to your fungus questions. Contact Dr. Dana Richter, Forest Resources and Environmental Science, Michigan Technological University, Houghton, Michigan 49931; (906) 487-2149; < dlrichte@mtu.edu>. Visit our wood protection web page at http://forest.mtu.edu/research/woodprotection/index.html.

DIXON-RUSCH CO., LLC, Antigo, Wisconsin is the manufacturer of the Dixon-line of sawmill and logging equipment. We manufacture three different sizes of circular sawmills, two sizes of edgers. Our mills and edgers are made both stationary and portable. We also manufacture: log turners, belt and chain conveyors, rollcases, log turners, hydra-dogs, pallet notchers, slab edgers, debarkers, multiple saw trimmers, custom built decks, small and medium size hydraulic loaders, trailers. We have opportunities for dealers in other areas. Inquire DIXON-RUSCH CO., LLC, 400 Rusch Road, Antigo, Wisconsin 54409 (715) 627-4361

WANTED TO BUY

Timber and Forest Products

Cottonwood root for carving. Call Jim Weigert (920) 748-9367 or e-mail jimweigert@powercom.net

Hardwood cross ties – truckloads 7"x9"-8'6", 7"x8"-8'6" & 6"x8"-8'6"; car loads – 7"x9"-8'6" & 7"x9"-8'; logs – used regular C4S & C3S veneer. Can also use 10 ctrs. per month walnut sawlogs. Also white oak, red oak or hickory sawlogs; White pine: buy large sound tight knotted timbers. Contact W. Preston Germain, Germain Lumber Company, Inc., Pittsburgh, PA 15215 (412) 782-3240 FAX (412) 781-2551 germain@verizon.net

Equipment

Looking for woodmizer LT30 or older LT40 band sawmill. Contact John Sandahl, W4147 County Road 366, Daggett, Michigan 49821 (906) 753-4783

Wood chipper PTO drive preferred or with power unit. Weidner Lumber, Luxemburg, Wisconsin (920) 845-5383.

Late model pallet and wooden stake manufacturing equipment, band resaws, band sawmills, trim saws . . we need a nice KM-16. Call Bob (610) 621-2893 ramco@juno.com

Services

Contract custom planning. Schuykill and adjacent counties, S4S capacity to 8x8 desired, but not necessary. Call Bob (610) 621-2893 ramco@comcast.net

Employment

Can use log inspector or tie buyers for various areas. Contact W. Preston Germain, Germain Lumber Company, Inc. Pittsburgh, PA 15215 (412)782-3240 FAX (412)781-2551 germain@verizon.net

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If you want to list items, fill in the form below:

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The Wisconsin Department of Natural Resources reserves the right to edit all items included and accepts no responsibility for the accuracy of description or for the commercial integrity of the persons or firms making offers in this Bulletin.

If you wish to use the facilities of the Bulletin, forward a letter, post card or form on page 11 with detailed description of your “wanted” or “for sale” items. All forest products (stumpage, logs, pulpwood, posts, poles, trees and lumber, etc.) and services (custom sawing, custom kiln drying and tree planting, etc.) may be listed. Please be sure your full name, address (including zip code), telephone number accompany your listing, there is no cost for listing any items. If you want items repeated in the next issue, send in a written request. If you have comments about the Bulletin or have suggestions on its content, write to: Forest Products Specialist, 3911 Fish Hatchery Road, Fitchburg, WI 53711, phone (608) 231-9333 FAX (608) 275-3338.

DEADLINE FOR ITEMS TO BE LISTED IS THE 20TH OF: MARCH, JUNE, SEPTEMBER and DECEMBER.

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